



## **Vice President of Real Estate Development**

The Vice President of Real Estate Development role requires a, self-motivated, aggressive, ambitious and goal-oriented leader who is responsible for sourcing and originating opportunity for the Company's real estate development pipeline. Individuals must be driven, tenacious and entrepreneurial by nature. This individual must be capable of driving systems, process improvements and a culture of excellence through effective coaching, mentoring and accountability.

The primary function of the Vice President of Real Estate Development is to source and originate new relationships with retailers, source development opportunities, negotiate, analyze and synthesize deal issues and manage the transaction process. The role requires a diverse technical real estate background with experience executing a multitude of transactions and must be results driven with strong communication skills.

This position will report directly to the COO.

### **What you will do:**

- Market penetration including identification of opportunities within trade areas and site selection
- Review and succinctly summarize all zoning and municipal codes and requirements
- Oversee Development Project Management from project planning, design, budgeting, scheduling, construction to completion
- Lead municipal approvals including all governmental filings, entitlement and permits
- Management of external consultants including brokers and all consultants
- Negotiate terms of LOI's/Purchase Agreements with land sellers
- Lead and oversee the preparation of thorough REM packages
- Negotiate terms of LOI's/Leases with retailers for the highest possible return for the Company
- Drive process improvements and develop best-in-class methodologies on development diligence and project management
- Establish and maintain long-term relationships with current and potential retail clients
- Leverage existing and create new relationships with developers, land owners, brokers, municipal employees and retail real estate managers
- Maintain up-to-date knowledge of retail industry and trends; seek to learn latest information on the retail industry through trade journals, attending industry conventions and personal contacts
- Attend industry events to source and present development opportunities
- Accurately rank opportunities and comprehensively report status of development pipeline activity to senior management

### **Who you are:**

- Minimum 5 years of retail development experience
- Ability to interpret zoning/municipal codes
- Excellent verbal and written communication skills
- Strong organizational and time management skills
- Proven success in a team environment with multiple projects and priorities
- Proven ability to define objectives, set expectations
- Advanced problem solving and analytical skills
- Advanced negotiation capabilities



- Excellent organization skills
- Ability to think strategically and execute tactically
- Self-Motivated, Results Driven and Entrepreneurial Nature
- Articulate issues and recommend solutions clearly and concisely
- Strong leadership, management and mentoring skills
- Must thrive in a fast-paced environment
- Ability to advance relationships with retailers
- Exhibit charisma and a passion for retail real estate

### **Why Agree Realty?**

Agree Realty Corporation (NYSE: ADC) is a high-growth Real Estate Investment Trust based in Bloomfield Hills, MI. We are primarily engaged in the acquisition and development of properties net leased to industry-leading retail tenants. We currently own and operate a portfolio of over 700 properties, located in 46 states and containing approximately 11.8 million square feet of gross leasable space.

We offer our team members generous compensation and benefits packages that include:

- 100% company-paid health insurance
- Retirement plan
- Health club membership reimbursement program
- 3 company-provided lunches per week

Our team feels at home working in our award-winning modern office environment furnished with a generously stocked state-of-the-art café, outdoor patio, and open-area collaboration workspaces. Ongoing professional development and technology training opportunities are offered to help all team members advance their careers.

**For consideration, please email your resume to Nicole Witteveen, [nwitteveen@agreerealty.com](mailto:nwitteveen@agreerealty.com).**

To learn more about our company, please visit <https://agreerealty.com/>.

*Agree Realty Corporation is an equal opportunity employer and does not discriminate on the basis of race, color, gender, religion, age, sexual orientation, national or ethnic origin, disability, marital status, veteran status, or any other occupationally irrelevant criteria.*